



EXPORTING

WHY IT MATTERS TO INDIANA!





U.S. Department of Commerce

The U.S. Commercial Service is a program of the U.S. Department of Commerce's International Trade Administration.

Our mission:

- ▶▶ To promote the export of goods & services from the United States, particularly by small- and medium-sized businesses
- ▶▶ To represent U.S. business interests internationally
- ▶▶ To help U.S. businesses find qualified international partners

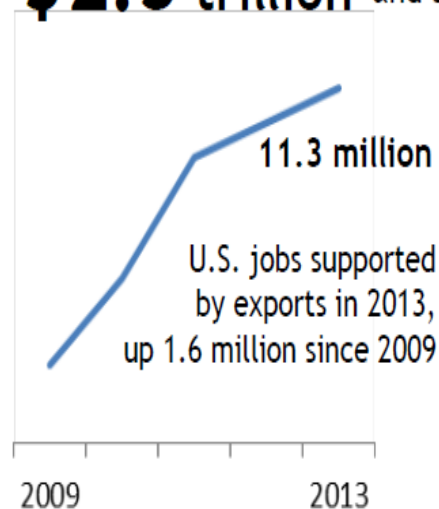




Export Sustain Indiana Business

Exports Support Jobs for American Workers

\$2.3 trillion Record-setting value of U.S. goods and services exports in 2013



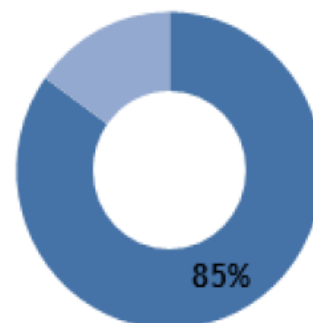
166,309

U.S. jobs supported by goods exports from Indiana in 2013

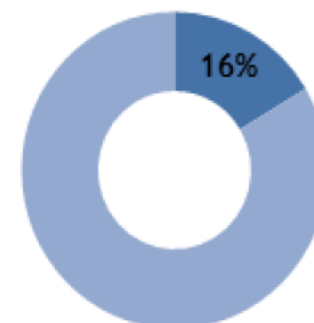
Exports Sustain Indiana Businesses

8,239

Companies exported from Indiana in 2012



Small-Medium Enterprise share of Indiana exporters (< 500 employees)



SME share of Indiana's total merchandise exports in 2012

Foreign Investment and Jobs in Indiana

2011 Major Sources of Foreign Investment

Japan
The United Kingdom
Canada
Germany

144,900

Workers employed by foreign-controlled companies in 2011

5.9%

Total 2011 private-industry employment supported by foreign investment





Indiana Global Overview

- Ranked 13th in the nation in exports
- Indiana Exports totaled appx. \$34.2 billion in 2013.
 - The U.S currently has free trade agreements with 20 countries, for **\$18.3 billion (54% of Indiana's exports)**





Indiana's Top 10 Export Markets

2013

1. Canada
 2. Mexico
 3. Germany
 4. Japan
 5. France
 6. China
 7. Netherlands
 8. UK
 9. Brazil
 10. South Korea
- } 46%





Indiana's Metropolitan Exports in 2013

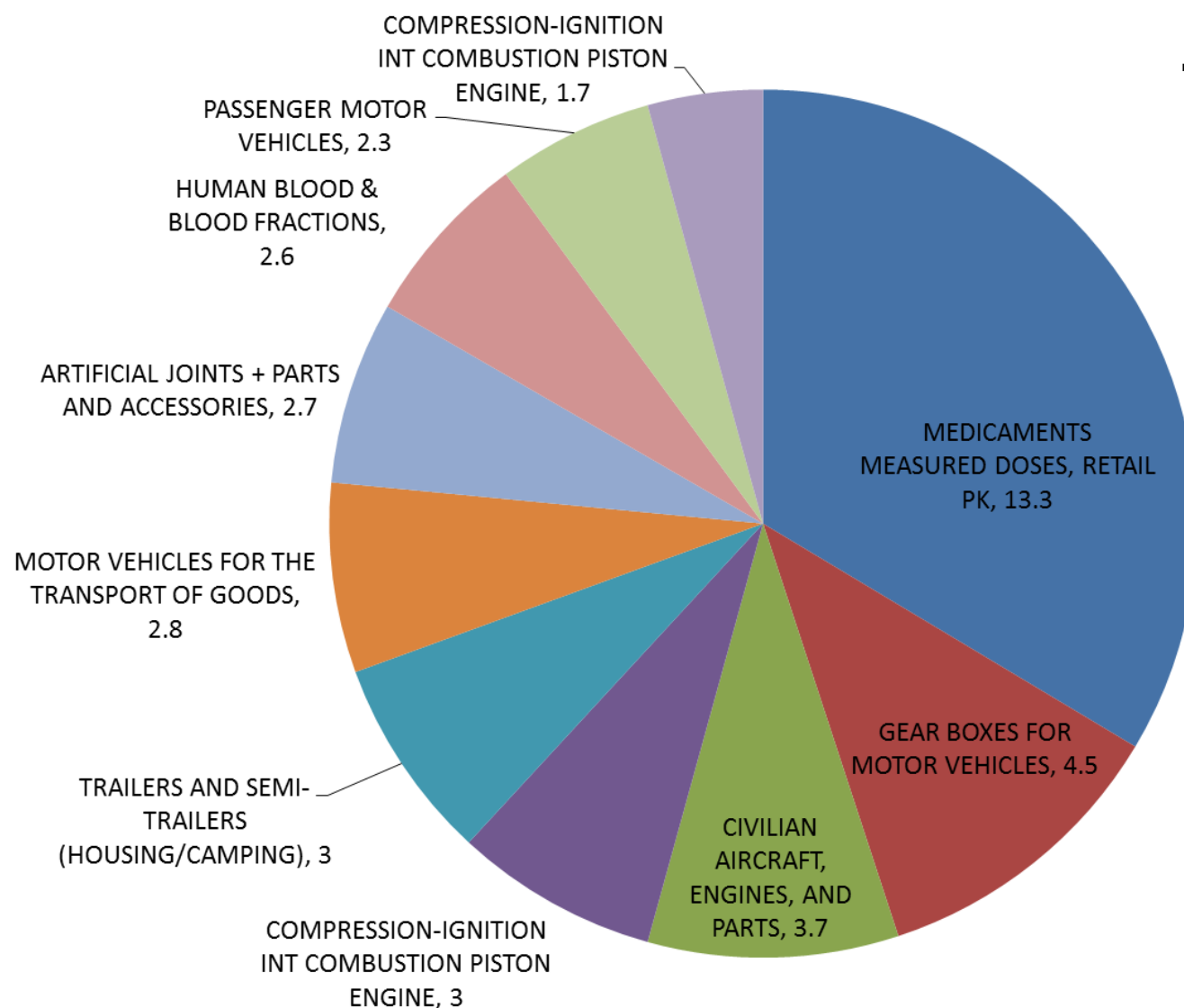
Metro Area	Total Merchandise Exports	Share of State Exports
Indianapolis-Carmel-Anderson	\$9.7 billion	29.1%
Elkhart-Goshen	\$1.9 billion	5.6%
Bloomington	\$1.7 billion	5.2%
Kokomo	\$1.7 billion	5.1%
Columbus	\$1.7 billion	5.0%



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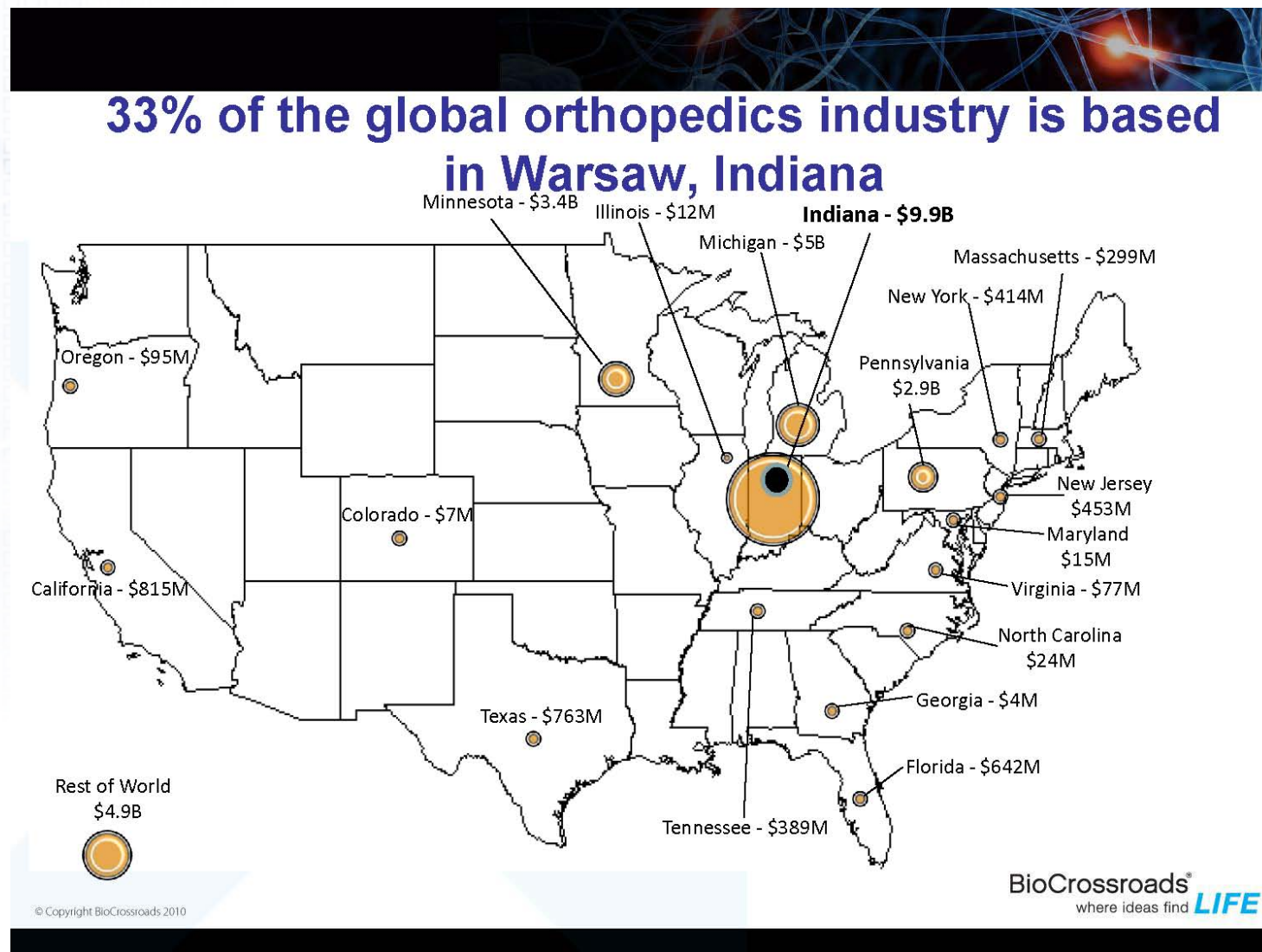
2012 Top 10 Indiana Export Commodities, by % Share of Total



Together, the top 10 commodities make up about 40% of exports



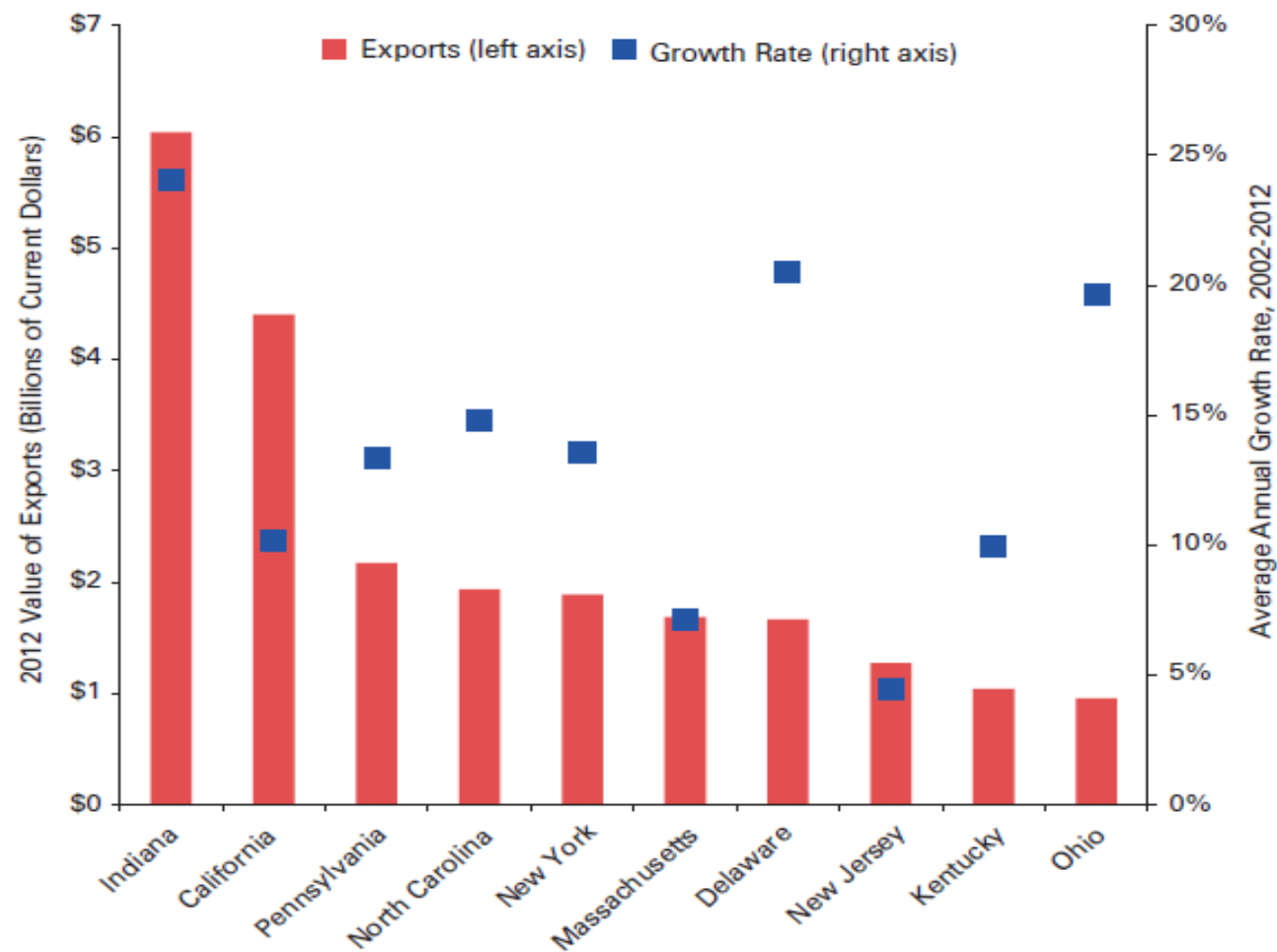
Orthopedics Hub.....





Indiana the Top Pharma Exporting State

Figure 29: Leading States in the Export of Pharmaceuticals, 2002 to 2012



Source: WISER Trade

Among all states, Indiana has been the top exporter of pharmaceuticals since 2009.



Did You Know?

Indiana trade facts?

- Manufacturing is 27% of Indiana's Gross State Product (more than IL, MI, or OH)
- A world leader in producing RV's
- Indiana has given the world canned pork and beans (invented during the Civil War by an Indiana grocer's wife with a familiar name: Mrs. Van Camp)
- A leading popcorn producer and exporter
 - Weaver is the leading popcorn producer worldwide, churning out nearly **30%** of all popcorn sold in the world.

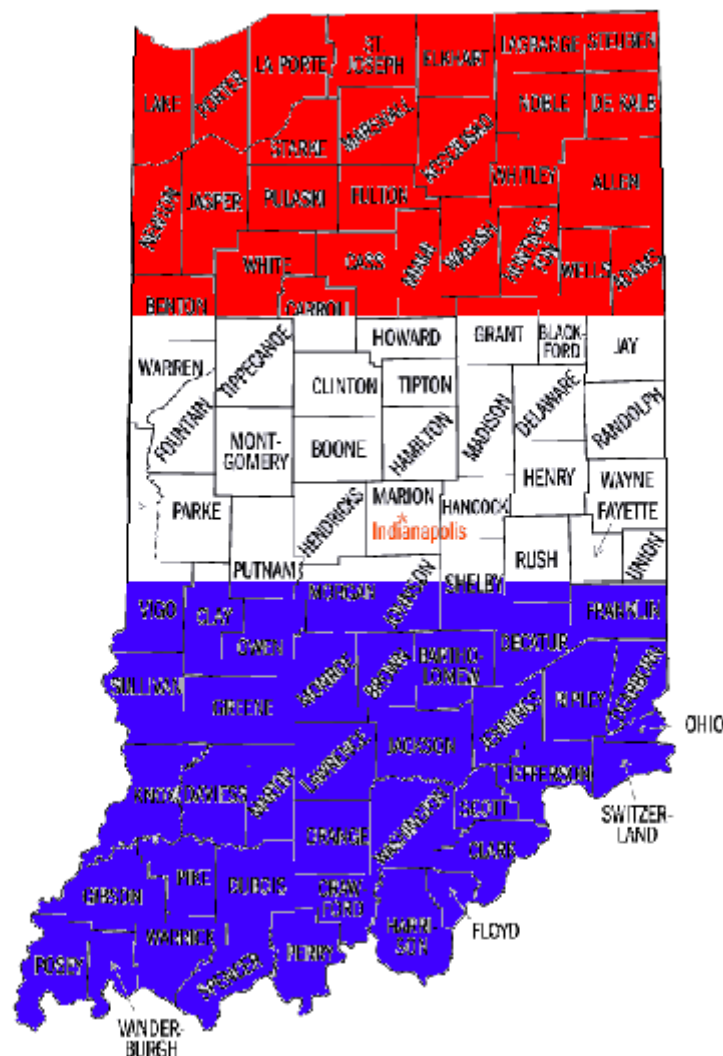




Our staff covers the entire state!

U.S. Export Assistance Center Staff

- **Mark Cooper –Director**
- **Dusan Marinkovic**
- **Jon Ruder**



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How To Contact Us:

- **By phone: 317-582-2300**
- **Or email mark.cooper@trade.gov**
- **see our website**
- **www.export.gov/indiana**

